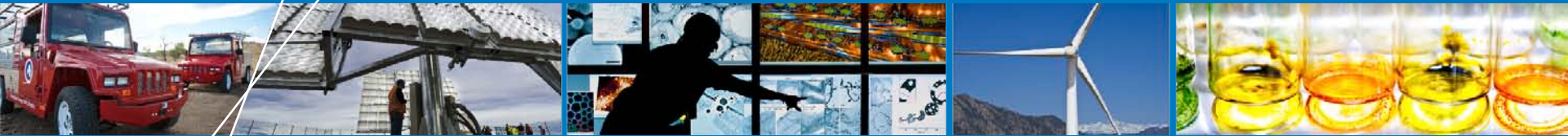


ESIF Collaboration



Brent Rice
Executive Manager, Industry Partnerships

ESIF Workshop

October 27, 2011

Primary Contractual Mechanisms for Working with NREL

- **CRADA – Cooperative Research and Development Agreement**
- **Work for Others Agreements**

Option chosen is dependent upon the customer/partner and needs of the project, such as intellectual property management, scope of work, contract amount, and time frame.

Types of CRADAs

- **Funds-in CRADA – partner funds some portion of NREL's costs to perform work**
- **Shared Resource CRADA – each partner uses their own internal resources; no funds exchanged**

CRADA Selection Factors

- **Work must be collaborative R&D**
- **May be 100% funded by industrial partner, and most include in-kind contribution**
- **DOE approval required; DOE signs CRADA too**
- **Each partner can take title to its own CRADA-generated IP; joint inventions are jointly-owned**
- **Partner may negotiate option to license NREL CRADA inventions up to 6 months after CRADA expiration, for reasonable terms**

Work for Others (WFO) Agreements

- **Provides other federal agencies (non-DOE), industry, state and local or foreign governments access to Lab's unique facilities and expertise.**
- **Work is paid 100% by the Sponsor**

WFO Selection Factors

- **Sponsored R&D and unique technical services**
- **Non-collaborative**
- **Lab may not directly compete with private industry**
- **DOE approval required**
- **Sponsor may elect to take title to Laboratory-generated inventions under WFO**

Technical Services Agreement

- **Type of WFO**
- **For services such as consulting, analysis or testing which are not expected to result in an invention.**
- **Up to 3 years and \$250K in value**
- **Pre-approved, reduced time to get in place but terms and conditions are “as is”**

Analytical Services Agreement

- **Type of WFO**
- **Typically used for testing services**
- **Up to 3 months and \$25K in value**
- **Pre-approved, reduced time to get in place but terms and conditions are “as is”**

Other Options for Partnering

- **Memorandum of Understanding**
 - Nonbinding statement of intentions between parties
- **Non-Disclosure Agreement**
 - Protects limited scope collaboration discussions
- **License Agreement**
 - NREL technology may be licensed for negotiated, reasonable terms

Doing Business with NREL

- **Managed and Operated by the Alliance for Sustainable Energy, LLC (a non-profit entity)**
- **Negotiations begin with identification of technical team and creation of mutually acceptable description of work and budget**
- **Time for execution of agreements varies depending on agreement type and extent of negotiation of terms.**